

Message Text

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AMEMBASSY BRUSSELS

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E.O. 11652 N/A

TAGS: BEXP, BE

SUBJ: LICENSING OPPORTUNITY:

N.V. BRUGEOISE ET NIVELLES, 8200 BRUGGE

ATTENTION: MARC VAN VOOREN, MARKETING MANAGER

1. BRUGEOISE ET NIVELLES, A LARGE BELGIAN PRODUCER OF RAILROAD CARS ETC. WISHES TO EXTEND ITS PRODUCT LINE BY OBTAINING US LICENSES FOR EQUIPMENT IN THE AUTOMOTIVE FIELD, LIFT TRUCKS, AND/OR HEAVY MILITARY EQUIPMENT.

2. IT HAS THREE US LICENSES AT PRESENT:

EUCLID(CLEVELAND,OHIO) FOR DUMPERS

GARDNER-DENVER CO.(QUINCY,ILLINOIS) FOR COMPRESSORS AND,

STANDARD MANUFACTURING CO. (DALLAS, TEXAS) FOR MILITARY

BOMB LIFT TRUCKS.

3. CURRENTLY BRUGEOISE ET NIVELLES MANUFACTURES INTERMODEL TRANSPORT ITEMS (STEEL, ALUMINUM AND PLYWOOD CONTAINERS), CONTAINER GANTRY CRANES, GRINDING MACHINES, AUTOMOTIVE PARTS, GOODS FOR HANDLING AND LIFTING, STRUCTURAL STEEL,POWER PLANTS, BRIDGES,SPECIAL BOILERS FOR THE CHEMICAL INDUSTRY,STORAGE PRESSURE VESSELS, MILITARY EQUIPMENT, LIQUIFIED GAS STORAGE TANKS AND ALUMINUM WINDOW FRAMES FOR RAILWAY COACHES, BUSES AND TRUCK BODIES.IT ALSO DOES SPECIAL METAL PRESSINGS, FLANGE AND OTHER KINDS OF FORGINGS, HOT DIP GALVANIZING, PLASTIC COATING AND ANODIZING.

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4. BRUGEOISE ET NIVELLES N.V. IS THE LARGEST BELGIAN PRODUCER

OF ROLLING STOCK FOR SUBWAYS AND STREETCARS.IT ALSO MAKES
ELECTRIC AND DIESEL LOCOMOTIVES, ELECTRIC AND DIESEL RAILCARS
AND OTHER RAILROAD CARS.

5. IT EXPORTS TO ALL OF EUROPE AND THE MIDDLE EAST AND HAS
SOLD SOME EQUIPMENT TO RUSSIA.

6. BRUGEOISE ET NIVELLES WAS ESTABLISHED IN 1900 AND EMPLOYS
3,000 PEOPLE AT ITS THREE PLANTS (BRUGGE,NIJVEL AND MANAGE).
ITS NET WORTH IS ESTIMATED AT 700 MILLION BF AND ITS TURNOVER
LAST YEAR AMOUNTED TO 3.5 BILLION BF. IT IS CONTROLLED BY THE
SOCIETE GENERALE, BELGIUM S BIGGEST HOLDING COMPANY.BUSINESS
REPUTATION AND FINANCIAL STANDING ARE EXCELLENT. A WTD REPORT
DATED NOVEMBER 1972 IS AVAILABLE IN WASHINGTON.

7. ACTION REQUESTED:
USDOC TO BRING PROPOSAL TO ATTENTION OF INTERESTED US MANUFACTURERS
AND TRADE ASSOCIATIONS.ALSO REQUEST PROPOSAL BE PUBLISHED IN
COMMERCE TODAY AND SIMILAR OTHER PUBLICATIONS, AS APPROPRIATE.
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